

Retail Trade...

that's the industry sector where you go to buy \$tuff

\$25,000,000,000 in 2006. That's how much consumers spent in Utah's retail trade stores, all 9,000 of them. In 2007, these establishments employed nearly 149,000 workers with a total payroll of some \$3.9 billion.

Of the industry sectors—trade, transportation, and utilities—addressed in this issue of *Trendlines*, the trade sector (including wholesale and retail trade) is by far the largest in terms of jobs. Wholesale trade businesses take the products from the manufacturers and distribute them to the retail stores for sale to the public.

Retail trade is an aggregation of a dozen sub-industries. The graph shows the makeup of jobs in retail trade. General merchandise stores account for 19 percent of all employment. These stores are the heavy-hitter mall anchor stores and shopping area super centers (Wal-Mart, Target, Shopko, Dillards, JC Penney, and others). Also included in this large group are the discount and warehouse membership stores like Costco and Sam's Club. Because general merchandise stores have a high proportion of part-time workers the sector may account for 19 percent of the employ-

ment but only 15 percent, or \$580 million, of the total \$3.9 billion of payroll dollars.

Food and beverage stores, let's call them grocery stores, hold the number two spot in terms of employment in retail trade. Over 24,000 workers are counted on payrolls in this industry. In the third-largest job group are the businesses that sell new and used vehicles and parts. These 1,200-plus locations employ some 18,740 persons and account for about 20 percent of total payroll in retail trade.

Almost half of all workers in retail trade are in these three of the industry's 12 sub-sectors.

The next group of three sub-industries account for about a fourth of all jobs in retail trade. They include building materials, clothing and accessories, and gasoline stations. Each of these three employ between 10,000 and 14,000 workers. The building materials industry includes all the home improvement and garden stores.

The remaining six industries within retail trade each employ about 5,000

to 10,000 persons. They include some specialty-type retail trade stores and non-store retailers. The specialty stores include: sporting goods, hobby, book, and music stores; furniture stores; health and personal care stores; electronics and appliance stores; and miscellaneous (florists, pet, office supply) stores.

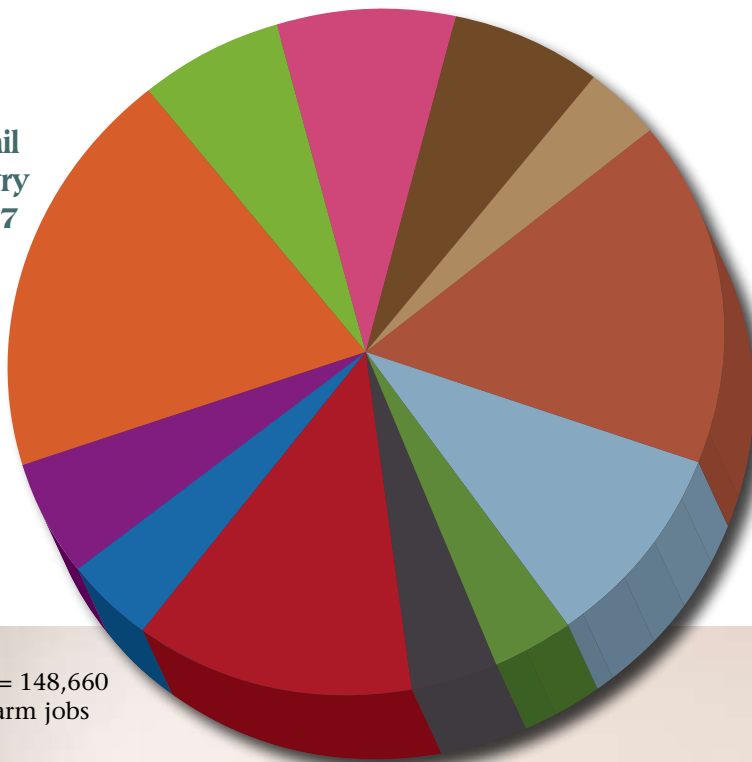
New Guy on the Block

One last sub-industry classified in retail trade is called nonstore retailers. This industry is expanding rapidly because of Internet sales. As the title implies, there are no physical locations where people go to shop. These "nonstores" include electronic shopping and mail-order houses, direct selling businesses, and vending machine operators. Most of the employment is in Internet and direct sales operations. Only about five percent (6,500 workers) of total employment for retail trade is in "non-store" retailers. ⓘ

For more information on retail trade, see the statewide fact sheet at:

•<http://jobs.utah.gov/opencms/wi/statewide/ifsheets/retailtrade.pdf>

Utah Jobs in Retail Trade Industry Sectors 2007



Total retail jobs = 148,660
12% of all nonfarm jobs

- Motor Vehicles & Parts 12.6%
- Nonstore Retailers 4.3%
- Misc. Store Retailers 5.5%
- General Merchandise 19%
- Sporting Goods/Books/Music 6.5%
- Clothing & Accessories 8%
- Gas Stations 6.8%
- Health/Personal Care 3.8%
- Food & Beverage 16.3%
- Build Materials & Garden Centers 9.6%
- Electronic & Appliance 3.4%
- Furniture & Home Furnishings 4.1%



Source: Utah Department of Workforce Services.